



Chris Rabassi

Marine Corps Installations East, Small Business Professional



Mr. Chris Rabassi is a Marine Corps veteran with 26 years of service. His background is in supply, logistics, contracting and formal classroom instruction.

He has been a government service employee for the Marine Corps since 2016. He served as a contract specialist, contracting officer and has been a small business professional since October 2020. Small Business Website QR Code:





Marine Corps Installations East (MCI East)

Small Business Programs



About MCI East

Marine Corps Installations East Bases and Stations:

- Jacksonville, NC (Camp Lejeune, Marine Corps Air Station New River)
- Havelock, NC (Marine Corps Air Station Cherry Point)
- Beaufort, SC (Marine Corps Air Station Beaufort)
- Albany, GA (Marine Corps Logistics Base, Albany)
- Jacksonville, FL (Blount Island Command)

Mission

The mission of the Marine Corps East Small Business Program: (1) provide fundamental information to assist businesses in being eligible and competitive for Department of Defense contracts, (2) ensure compliance with Federal Acquisition Part 19 and other applicable small business regulations.

Contracting Authority/Common Requirements

Authority. The MCI East Regional Contracting Office (RCO) has the contracting authority for general supplies and services (**not construction, major weapon systems, or supplies/services designated to other agencies**)

Most Common Requirements (Small Business Opportunities):

Supplies

- Administrative
- Telecommunication
- LP Gas
- Chemicals
- Software (Licenses/Existing Systems)
- Facilities Related (Pumps, Boilers)

Services

- Staff Support
- Base Access
- Office Furniture
- Fire Extinguisher Servicing
- Appliance Repair
- Part Washers
- Port-A-Johns

Other Contracting Offices

Marine Corps Systems Command: Enterprise-Wide Information Technology, Major Weapon Systems, Individual Clothing and Equipment

Marine Corps Logistics Command: Logistics Information Technology Systems, Logistics Equipment and Tools, Logistics/Maintenance Services

Marine Corps Special Operations Command: General and Special Operation-Peculiar Supplies/Services

Marine Corps Community Services: Food Services, Entertainment, Family and Individual Marine Support Services

Marine Corps Exchange: Retail Items (centrally managed)

Defense Commissary Agency: Groceries-all types (centrally managed)

Naval Facilities Engineering Systems Command: Construction

Atlantic Marine Corps Communities: Family Housing (Construction Trades)

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Be Eligible, Be Competitive



This is one DoD small business professional's perspective on fundamentals businesses must focus on to be successful in DoD contracting.

Be Eligible

- Registered/Current in the System for Award Management www.sam.gov
 - Be certified by the Small Business Administration (www.sba.gov), certification and what you do reflected in the Dynamic Small Business Search (DSBS) https://dsbs.sba.gov/search/dsp_dsbs.cfm
 - SAM/DSBS records match!!***
 - Registered in Wide Area Workflow (WAWF) <https://piee.eb.mil/xhtml/unauth/home/login.xml>
- This how you invoice and get paid!

Be Competitive

Know what the DoD buys:

- www.business.defense.gov gives you information on small business professionals and long-range estimates
- www.fpds.gov gives you detailed history on what is being bought and contract award amounts.
- Look for/respond to sources sought and requests for information.

Key proposal tips:

- Provide quantitative responses in your proposals (services).
- Provide a response to every task/qualification/specification.
- Provide realistic pricing: FPDS, award notices, and long-range estimates are a few of the resources to assist you.



Be Eligible, Be Competitive



Eligible

System for Award Management: www.sam.gov
 Small Business Administration: www.sba.gov
 Small Business Administration Certification Portal: <https://certifications.sba.gov/>
 Small Business Administration Veteran Portal: <https://veterans.certify.sba.gov/>
 Small Business Dynamic Search: https://dsbs.sba.gov/search/dsp_dsbs.cfm
 Wide Area Workflow (Invoicing): <https://piee.eb.mil/xhtml/unauth/home/login.xhtml>
 Cybersecurity Maturity Model Certification: <https://dodcio.defense.gov/CMMC/About/>
 HUBZone Map: <https://maps.certify.sba.gov/hubzone/map#center=44.722800,-103.249700&zoom=4>

Competitive

System for Award Management: www.sam.gov
 Small Business Administration: www.sba.gov
 Government Service Administration: www.ebuy.gsa.gov/ebuy
 NASA SEWP: <https://www.sewp.nasa.gov/>
 MatchForce: www.matchforce.org
 Federal WOSB Program: <https://www.sba.gov/document/support-eligible-naics-women-owned-small-business-federal-contracting-program>
 Federal Procurement Data System: https://www.fpds.gov/fpdsng_cms/index.php/en
 Department of Defense Small Business: www.business.defense.gov
 Acquisition Regulations: <https://www.acquisition.gov/>
“Doing Business With (organization)”

Support

Small Business Administration: www.sba.gov
 Department of Defense Small Business: www.business.defense.gov
 Marine Corps Installations East Small Business Programs: <https://www.mcieast.marines.mil/Staff-Offices/Small-Business-Office/>
 North Carolina Military Business Center: www.ncmbc.us
 Government Contract Assistance Program: <https://sbtcd.org/services/government-contracting>

- APEX Accelerators**
- Private Companies**
- Local Chambers of Commerce**
- Local Community Colleges**
- Local Veterans Groups**

Small Business
Survey Link



**Marine Corps Installations East
Small Business Programs**



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